



# **Investor Presentation August 2022**

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# Presenting Team



**Mark Perry**  
Chief Executive



**Duncan Brown**  
Chief Financial Officer



**Mike Shepherd**  
Director of New  
Business &  
Development



**Jonathan Cowie**  
Chief Operating  
Officer



**Duncan Short**  
Director of Resources



**Jonathan Roberts**  
Group Treasurer



**About us**

# Some facts and figures



**33,355 HOMES**

Making us Hampshire's largest provider of affordable homes



**75,000**  
CUSTOMERS



**940** staff



**SECURED £291m**

FUNDING FOR NEW HOMES AS PART OF HOMES ENGLAND STRATEGIC PARTNERSHIP

local authorities

**20**



Private Monitored Credit Rating (Fitch and S&P)



BUILDING  
**17,000 HOMES**  
OVER 10 YEARS



COMPLETED

**1,401**

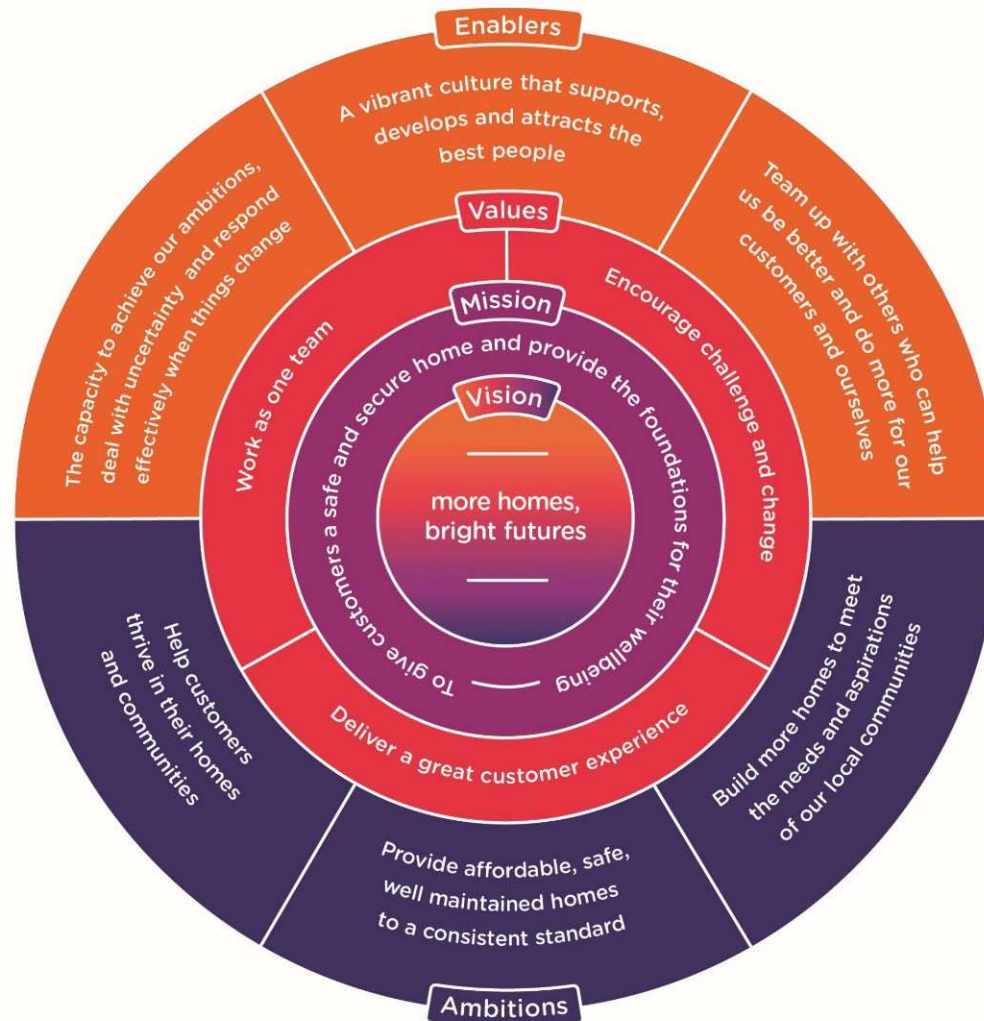
NEW HOMES  
(31/03/22)



**G1/V1**

REGULATORY RATING

# Business strategy



# Our ESG objectives

Criteria	Objectives	SRS theme	UN SDG
Social	1 Offer rented homes people can really afford	Affordability and Security	1,10,11
	2 Target our development activity in areas where the market isn't providing homes people need		
	3 Reduce levels of rough sleeping in our communities		
	4 Help customers thrive in their homes and communities	Resident Support/ Placesaping	3,4,10,11
Environmental	1 Make our homes more energy efficient	Climate change/ Resource Management	7,11,12,13
	2 Become a zero-carbon business		
	3 Be a sustainable business partner		
	4 Share our work and learning from others		
Governance	1 Be completely transparent about how we work	Structure and Governance	8
	2 Involve our customers so that we can deliver great homes and services for them	Customer Voice	11
	3 Stronger through Diversity: Foster a company culture that is inclusive and supportive for all	Staff wellbeing	8
	4 Create a high performing organisation		

# Our sustainability strategy

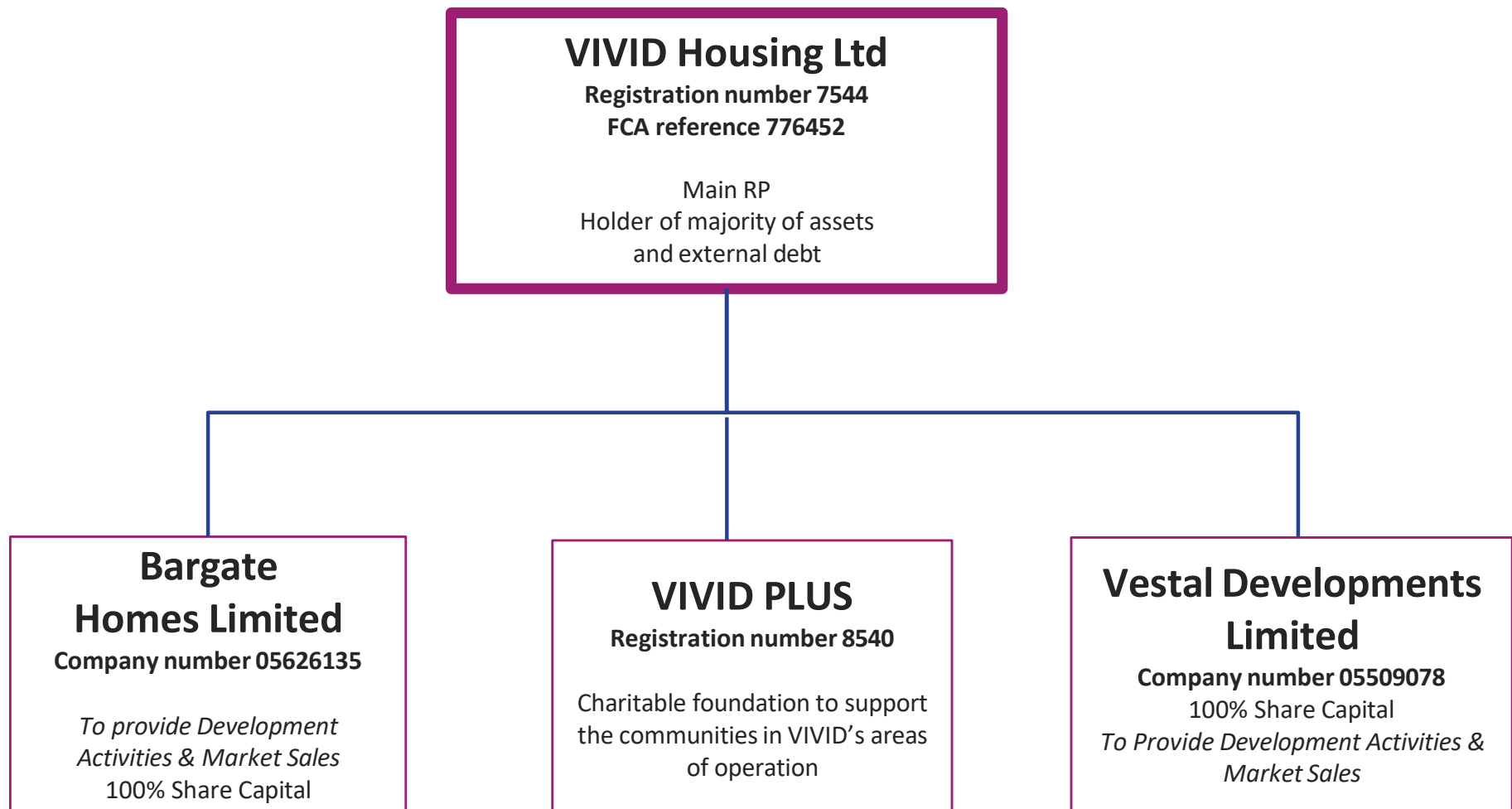
Objective	2025	2030
<b>1. Making our homes more energy efficient</b>	<ul style="list-style-type: none"> <li>Launch a new Home Standard (for existing and newbuild homes) that includes energy efficiency standards. Only build new homes that reach EPC level B and are capable of achieving an A rating</li> <li>Improve our homes in the EPC level E, F and G categories to the highest rating possible</li> <li>Understand the energy performance of our homes, what can be done to improve them and share this with our customers</li> <li>Stop installing gas heating systems into new homes</li> </ul>	<ul style="list-style-type: none"> <li>Improve <b>all</b> our homes to the highest possible EPC rating</li> <li>Pilot a range of new heating technologies as alternatives to gas</li> <li>Introduce support for customers living in fuel poor homes and those with the highest energy bills</li> </ul>
<b>2. Becoming a zero-carbon business</b>	<ul style="list-style-type: none"> <li>Only buy energy for renewable (zero carbon) sources</li> <li>Replace our petrol and diesel fleet with electric or other zero-emission vehicles</li> <li>Make electric vehicles more affordable for our staff</li> </ul>	<ul style="list-style-type: none"> <li>Measure our landfill waste production and identify ways to eliminate it</li> <li>Identify all the indirect greenhouse gas emissions generated by our activities and develop plans to eliminate these</li> </ul>
<b>3. Being a sustainable business partner</b>	<ul style="list-style-type: none"> <li>Develop a new environmental standard for all our estates, encouraging biodiversity and carbon capture</li> <li>Introduce new procurement standards that make sustainability a factor in our purchasing decisions</li> </ul>	<p>Engage with customers and business partners to help them use our estates in a more sustainable way – things like:</p> <ul style="list-style-type: none"> <li>Providing electric car charging facilities on our estates</li> <li>Enabling cycle routes through our estates</li> <li>Planting trees and growing food on our land</li> </ul>
<b>4. Sharing our work and learning from others</b>	<ul style="list-style-type: none"> <li>Publish our research into heating and energy costs</li> <li>Provide advice and support to customers using new technologies and alternative heating systems</li> <li>Develop our plans for the next phase of sustainability work</li> </ul>	<ul style="list-style-type: none"> <li>Develop our plans for the next phase of sustainability work</li> </ul>





**How we're structured**

# A simple group structure



# Joint ventures

## Corporate

### North Stoneham Park LLP

SPV with Eastleigh BC  
£2.3m investment: 4% share

### Woodside LLP

SPV with Eastleigh BC  
£0.9m investment: 10% share

### Homes for Eastleigh

Nil investment to date  
(North Stoneham Park LLP and  
Woodside LLP are expected to be  
novated to this JV)

## Contractual

### Botley Road, West End (Vestal)

Investment: £19.7m  
Forecast GDV return: £23.5m  
Sales to date: £8.7m

### Evingar Road (Vestal)

Investment: £15.1m  
Forecast GDV return: £18.4m  
Sales to date: £8.7m

### Selborne Road, Alton (Vestal)

Investment: £24.4m  
Forecast GDV return: £30.6m  
Sales to date: Nil

# An experienced executive team



## **Mark Perry | Chief Executive**

Mark became Chief Executive of VIVID in April 2017 from his role as Chief Executive of Sentinel and previously as Group Commercial Director at Affinity Sutton, now Clarion. Mark's well known in the sector with over 25 years of experience in housing and is a key business figure in the region and beyond. He also has a strong commercial background and a master's degree in business administration. Mark's part of the National Housing Federation's Standing Board and a non-executive director at McCarthy & Stone Shared Ownership.



## **Jonathan Cowie | Chief Operating Officer**

Jonathan leads all our customer-facing services including customer service, repairs and assets, neighbourhoods, community investment and service transformation. As a service professional, Jonathan has led transformational change in the international telecoms, utilities and housing sectors.

## **Mike Shepherd | Director of New Business & Development**

Mike's responsible for delivery of our development projects, sales and new business. A Fellow of the Royal Institution of Chartered Surveyors and a Member of the Chartered Institute of Housing, Mike initially worked in housing management then moved into development where he's worked for the last 15 years.



## **Duncan Brown | Chief Financial Officer**

Responsible for maintaining our financial strength and sound governance, Duncan, Chief Financial Officer, makes sure our development plans are fully funded and our technology helps us deliver our services and ambitions. Duncan's a chartered accountant with 15 years' experience in the housing sector. He previously spent six years with KPMG where he provided financial planning and risk management services to some high-profile clients before moving into the housing sector.

## **Duncan Short | Director of Resources**

Duncan's responsible for HR, Communications and Corporate Planning. Duncan has spent his last 25 years working mainly in HR, as well as having responsibility for marketing and resourcing. Mainly experienced in the private sector, Duncan's spent some time in central government. He specialises in change management, "TUPE" and remuneration and benefits, but has worked across all HR disciplines.



This executive team has a combined 125 years of experience with a balance of housing sector, commercial and international expertise.

# Led by a strong board



**Charles Alexander**  
Board Chair



**Jean-Marc Vandevivere**  
Non-Executive Director



**Mark Perry**  
Chief Executive and  
Chair of Project  
Approval Committee



**Shena Winning**  
Chair of Audit and Risk  
Committee and Treasury  
Committee



**Sandeep Agarwal**  
Non-Executive Director



**Duncan Brown**  
Chief Financial Officer  
and Vestal  
Developments



**Anne-Marie Mountifield**  
Non-Executive Director  
& Chair of VIVID Plus



**Liam Coleman**  
Non-Executive Director



**Jonathan Cowie**  
Chief Operating Officer



**Lynda Shillaw**  
Senior Independent  
Director

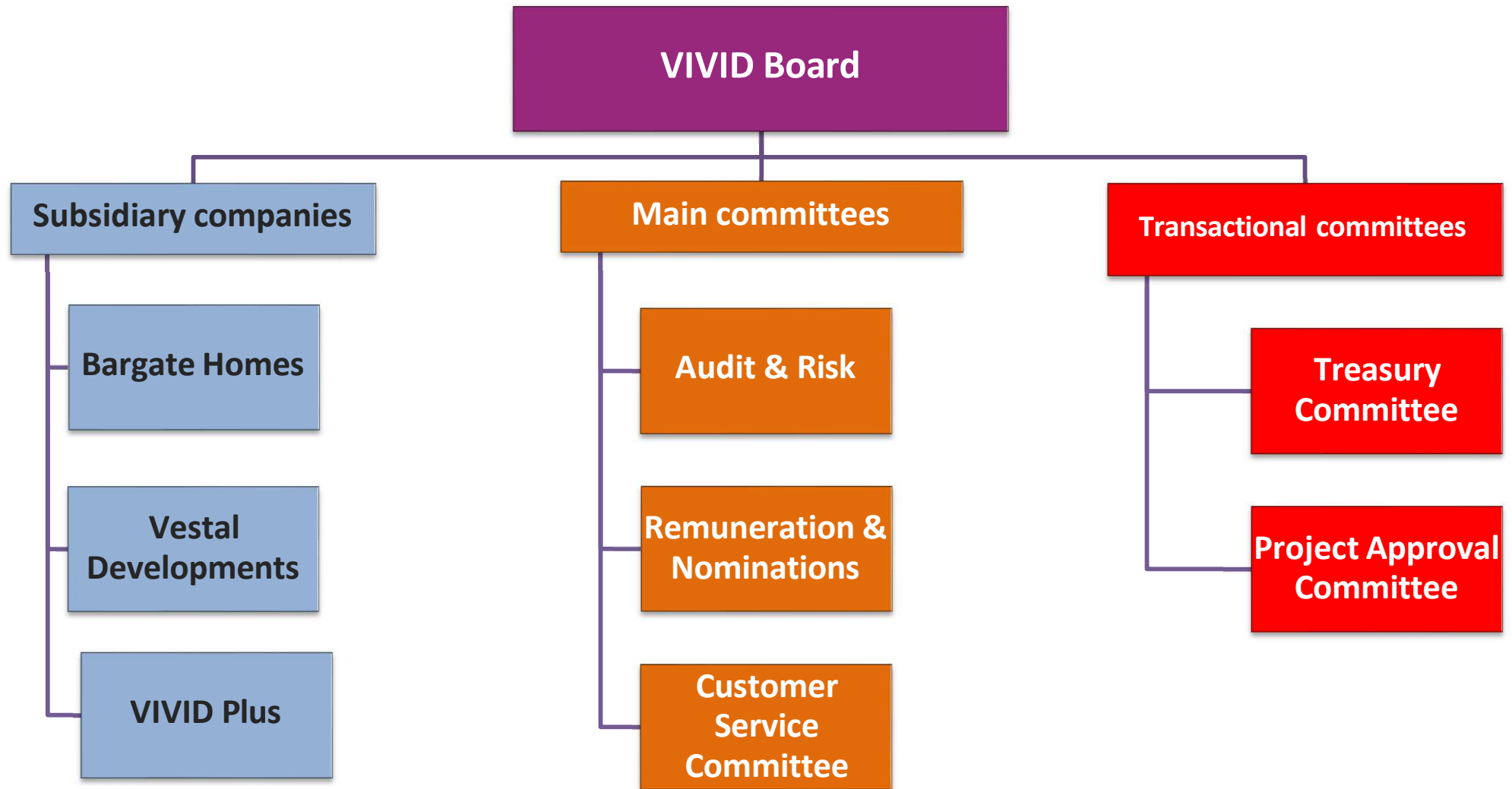


**Naleena Gururani**  
Non-Executive  
Director



**Mike Shepherd**  
Director of  
New Business  
& Development and  
Chair of Bargate Homes

# Strong effective governance



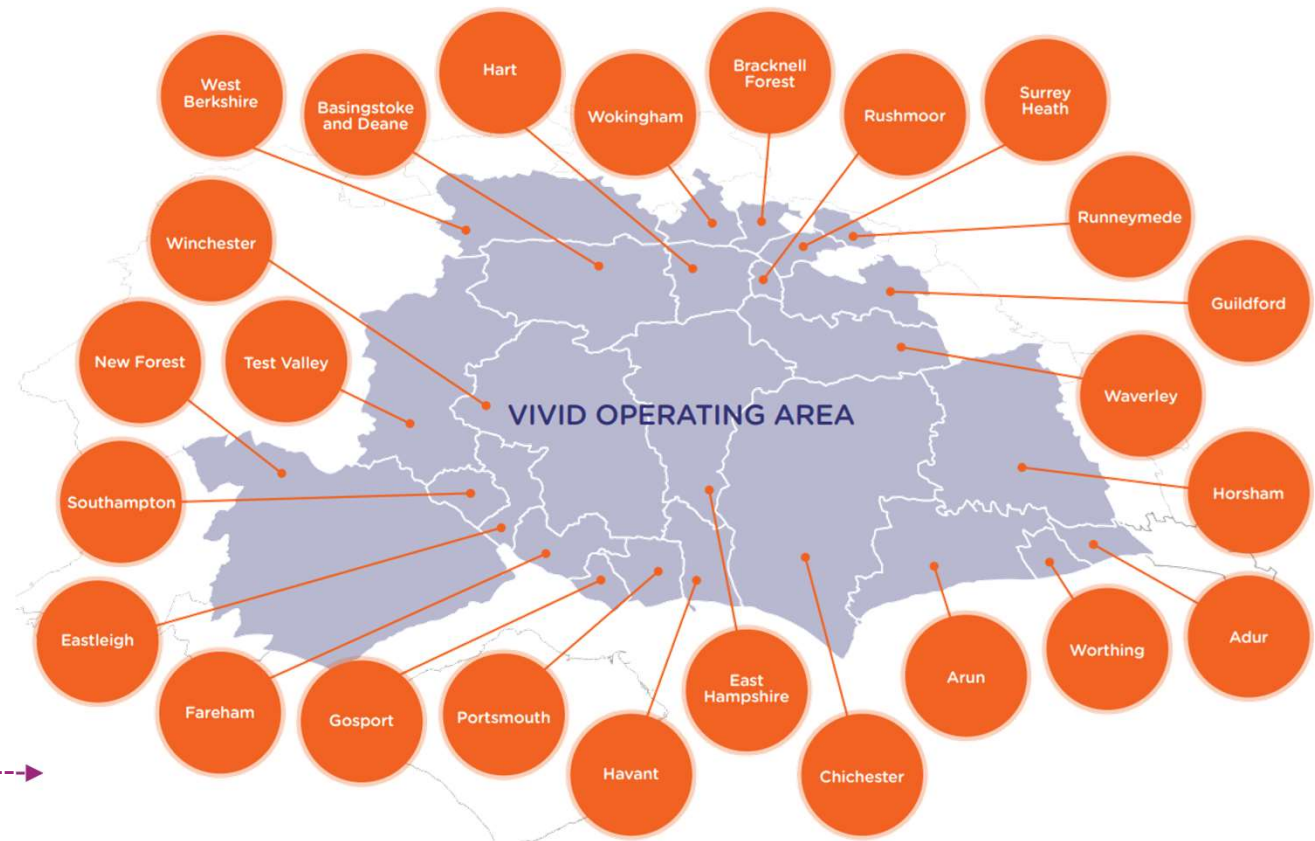
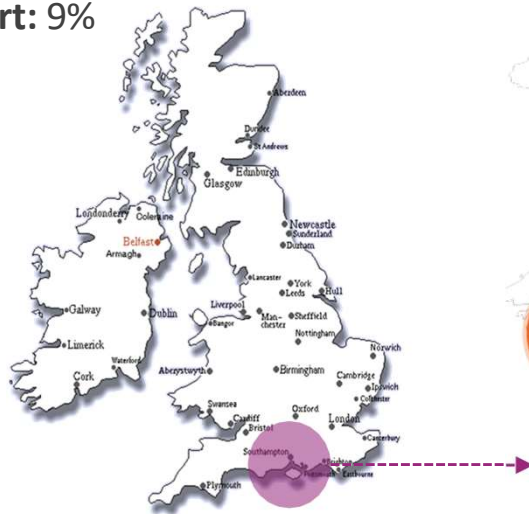


**Our operating environment**

# Our geographic presence

As of March 2022, our **33,355** homes are spread across **20** different areas within **Hampshire, Surrey and Berkshire** with the top 5 being concentrated in:

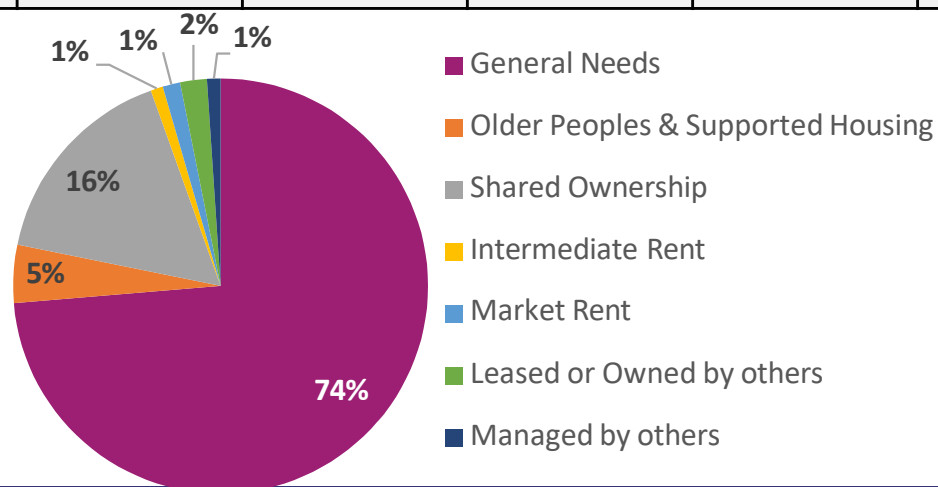
1. **Basingstoke & Deane:**  
19%
2. **Rushmoor:** 18%
3. **Eastleigh:** 18%
4. **Portsmouth:** 10%
5. **Hart:** 9%





# Our stock profile

Tenure Type	2018	2019	2020	2021	2022	Value in use (£'000)	Market Value
General Needs	21,901	22,885	23,359	23,791	24,454	2,224,530	6,267,925
Older Peoples & Supported	2,183	1,579	1,556	1,457	1,441	85,870	248,645
Shared Ownership	4,360	4,642	5,005	5,274	5,679	378,255	601,901
Intermediate Rent	333	364	332	314	310	38,215	65,050
Market Rent	196	276	351	440	481	103,122	121,695
Leased or Owned by others	728	600	692	672	646	26,740	44,555
Managed by others	263	175	175	338	352	2,610	5,165
<b>Total Homes</b>	<b>29,964</b>	<b>30,521</b>	<b>31,470</b>	<b>32,286</b>	<b>33,355</b>	<b>2,859,340</b>	<b>7,354,950</b>
Garages	3,300	3,334	3,334	3,357	3,338		



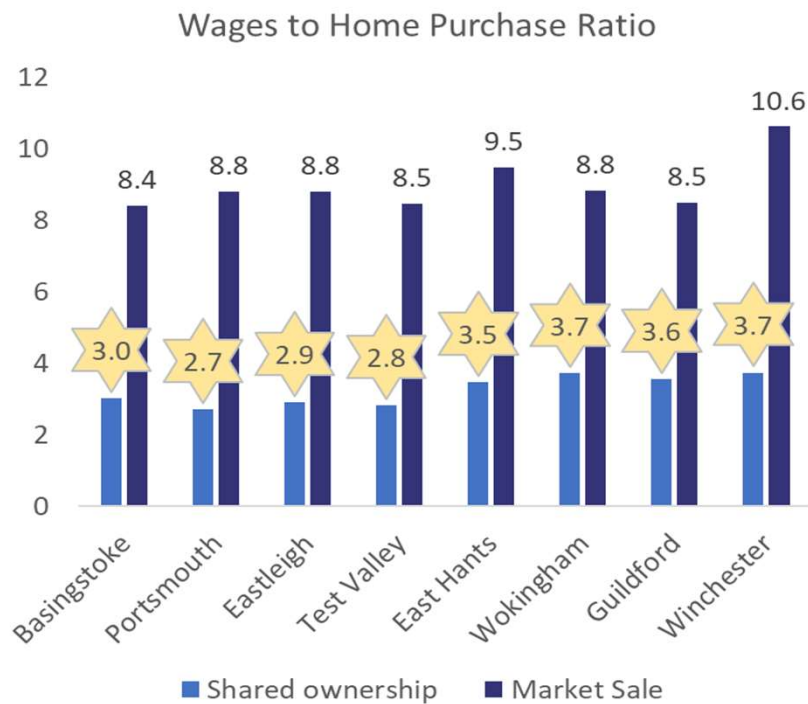
# Our top 5 areas

Area	Proportion of Total Homes	Population	Average Dwelling Price (£)	Average Weekly Private Rent – 2 bed (£)	Average Weekly Social Rent – 2 bed (£)	Discount to Market
Basingstoke & Deane	20%	177,760	359,537	208	111	46.63%
Rushmoor	17%	94,387	316,100	219	110	49.77%
Eastleigh	18%	135,520	334,598	196	107	45.40%
Portsmouth	9%	214,692	241,702	190	101	46.84%
Hart	8%	97,608	450,199	230	115	50.00%

# Affordability of our homes

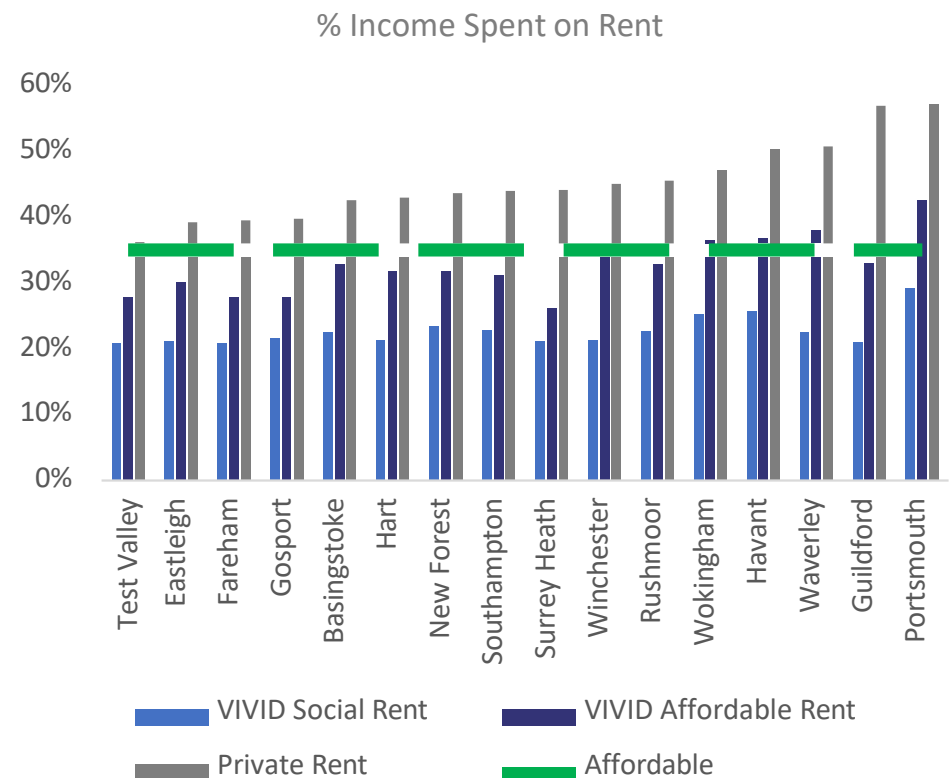
## Affordable Home Ownership

Our shared ownership offering is making the dream of home ownership possible in some of the least affordable parts of our geography.



## Affordable Rents

Our rented homes are making a real impact during the cost of living crisis. We measure the amount of household income spent on rent, using 35% as our definition of affordable.



# Managing housing benefit and universal credit

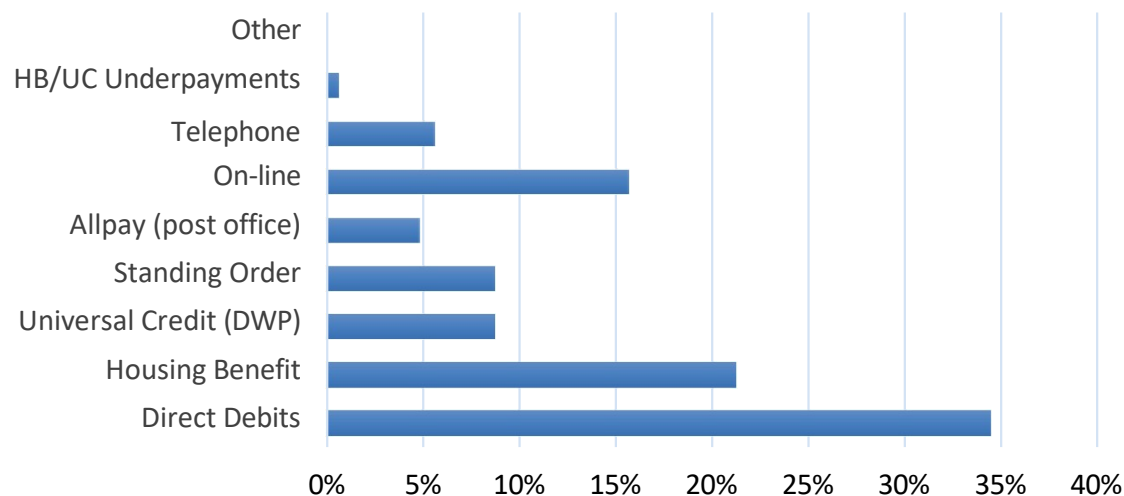
A strong rent collection process focused on early intervention with a range of support services

- 69% of our customers are self payers.
- We have 9,806 customers receiving Universal Credit. 37% of our customers receive universal credit. 9% of customers have their UC paid to VIVID and 24% of customers receive UC paid directly to them.
- 21% of customers have their Housing Benefit paid to VIVID.

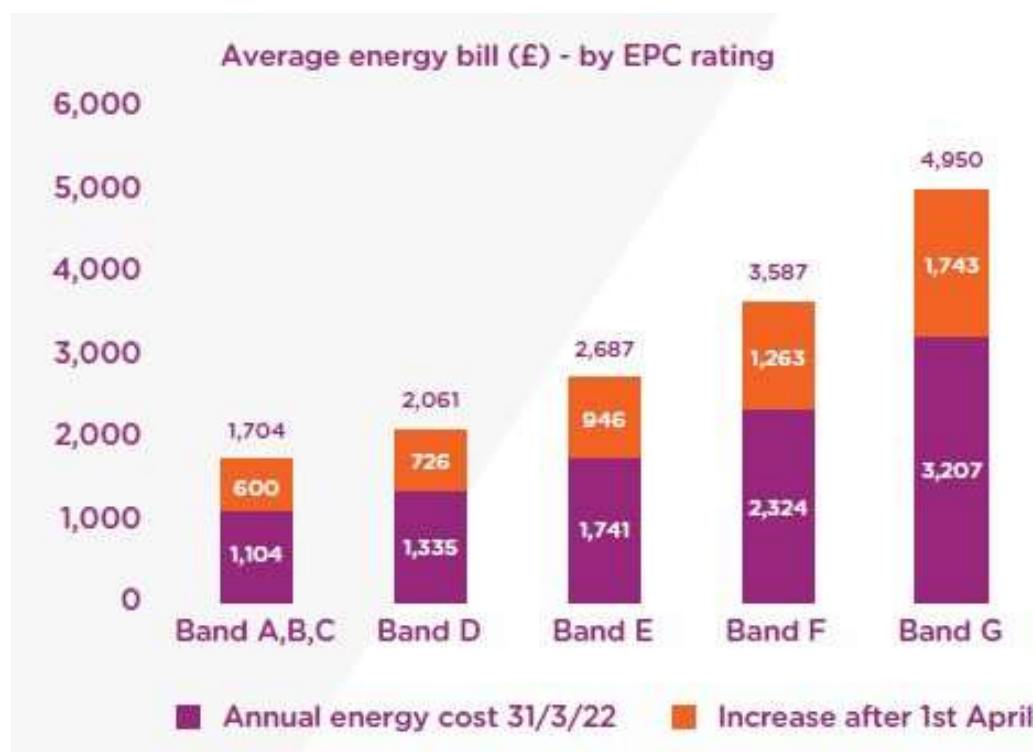
We support customers and reduce arrears through:

- Pre-tenancy support
- Homeless Prevention
- Employment & Training
- Money & Benefit Advice
- Digital Inclusion Landlord Portal

Payment profile



# Energy efficiency of our homes



EPC	QTY	% of Stock
A	79	0.30%
B	6,845	26.30%
C	11,898	45.70%
D	6,046	23.20%
E	411	1.60%
F	20	0.10%
G	4	0.00%
NO EPC	741	2.80%
TOTAL	26,044	

# A zero-tolerance approach to safety

Compliance Area	Measure	Frequency	2019/20	2020/21	2021/22
<b>Gas</b>	Dwelling	Annual	100%	100%	100%
	Communal	Annual	100%	100%	100%
<b>Electrical</b>	Communal	5 yearly	100%	100%	100%
<b>Legionella</b>	Communal	Monthly	100%	100%	100%
<b>Asbestos</b>	Communal	Annual	100%	100%	100%
<b>LOLER (communal areas only)</b>	Passenger	6 monthly	100%	100%	100%
	Hoists	6 monthly	100%	100%	100%
	Platform	6 monthly	100%	100%	100%
	Stairlift	6 monthly	100%	100%	100%
<b>Fire Risk</b>	Communal	Risk based	100%	100%	100%



**Customer experience**

# Customer Experience





# Service Standards



Repairs standard



Planned maintenance standards



Safety standard



Moving standard



Customer contact standard



Customer engagement standard



'Putting things right' standard



Housing management standard



Neighbourhood standard



Support standard



Homeowner standard



Rent and payments standard

# Customer engagement

Here are some other ways our customers are working with us:



## Customer Services Committee

Made up of customers, staff and Board members to oversee our Service Standards performance, monitor our compliance, agree and approve service-related changes and projects and proactively engage customers in providing feedback



## VIVID Impact

Our resident panel which independently reviews our performance and ensures customer voices are being listened to



## Resident Group Officers

A team of residents in each local area who work with us to identify communal concerns, local issues and agree ways to help improve their community



## Digital mentors

Members of the community helping customers improve their digital literacy and feel confident online



## Formal panels and focus groups

We create opportunities for our customers to get involved in our policy, procurement and service consultations as well as providing feedback through focus groups and virtual forums to help improve our service

# Community investment





**Development and sales**



# What have we delivered?

## More homes 2021-22



1,401  
NEW HOMES  
BUILT



84%  
HOMES BUILT FOR  
SOCIAL AND  
AFFORDABLE RENT  
AND SHARED  
OWNERSHIP



55%  
OF PROGRAMME  
DELIVERED THROUGH  
JOINT VENTURES OR  
LAND-LED



£126M  
RECEIVED  
FROM SALES TO  
REINVEST



£285M  
IN FUNDING TO  
SUPPORT  
DEVELOPMENT  
PROGRAMME



OVER  
£291M  
GRANT THROUGH  
HOMES ENGLAND  
STRATEGIC  
PARTNERSHIP



OVER  
£1.7M  
OF FUNDING  
THROUGH ROUGH  
SLEEPERS  
ACCOMMODATION  
PROGRAMME



55  
NEW SITES SECURED  
WHICH WILL DELIVER  
2,294  
HOMES



17  
NEW SITES AND  
345  
NEW HOMES SECURE  
THROUGH HOMES  
ENGLAND  
FUNDING



39.5  
DAYS AVERAGE  
SALES TIME



11,648  
HOMES IN THE  
PIPELINE



STARTED  
BUILDING  
1,460  
NEW HOMES

# Our future plans

Maximising opportunities to make more housing available and affordable to everyone

## 3 key objectives in our development strategy

1. Secure a sustainable forward programme reducing our carbon footprint
2. A commercially viable and flexible programme
3. Deliver high quality developments

Review opportunities for strategic alignment, acquisition and partnerships to secure the land and skills to support our programme

Land and joint venture opportunities are prioritised within acquisitions with S106 comprising no more than 50% of our programme

Deliver a balanced mix of housing types and tenures to meet housing demand, aspiration and operational requirements



# Development record and plan

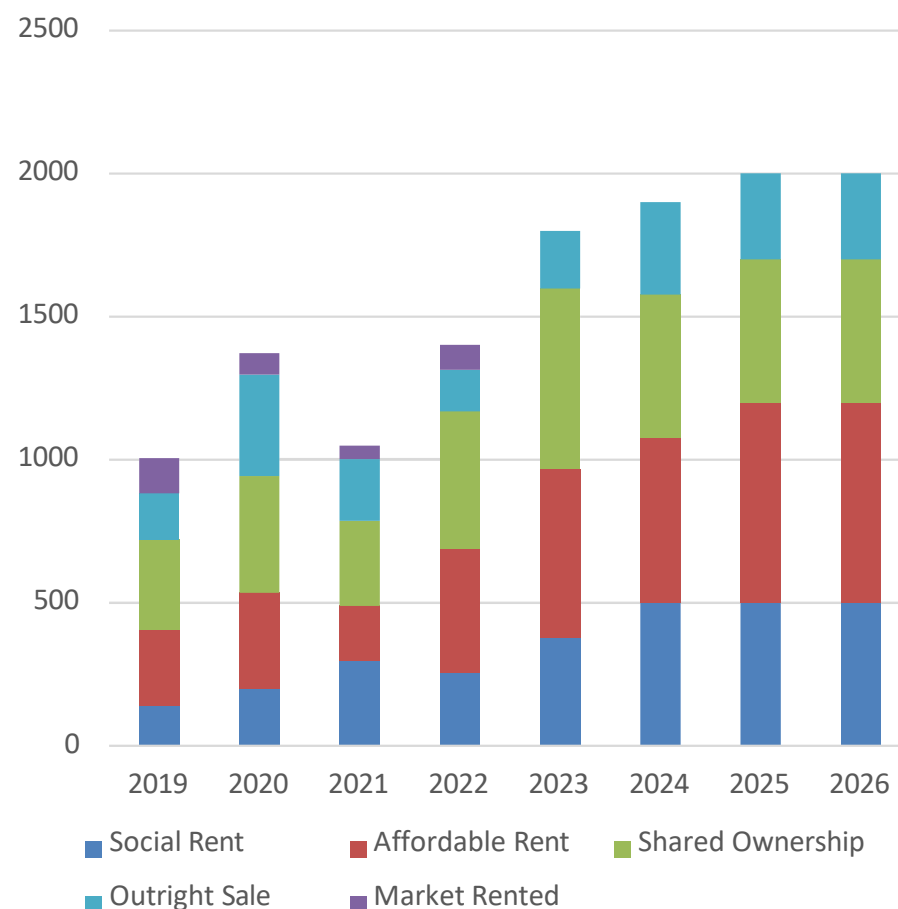
## Steady capital programme balanced between development and reinvestment

- Plan predicated on reaching a balance between investment in existing assets and development of new homes.
- Development opportunities will be considered in areas where – VIVID currently operates and where local demand for housing is proven, or in surrounding areas if a strategic opportunity presents itself, and a concentration of properties can be established.

## Investment approval process

- The Project Approvals Committee (PAC) approves expenditure on major projects up to £30m.
- This may include the development of new schemes, the remodelling, rehabilitation, regeneration and disposal of the Group's stock or projects within the asset management strategy.

## Development track record and forecast

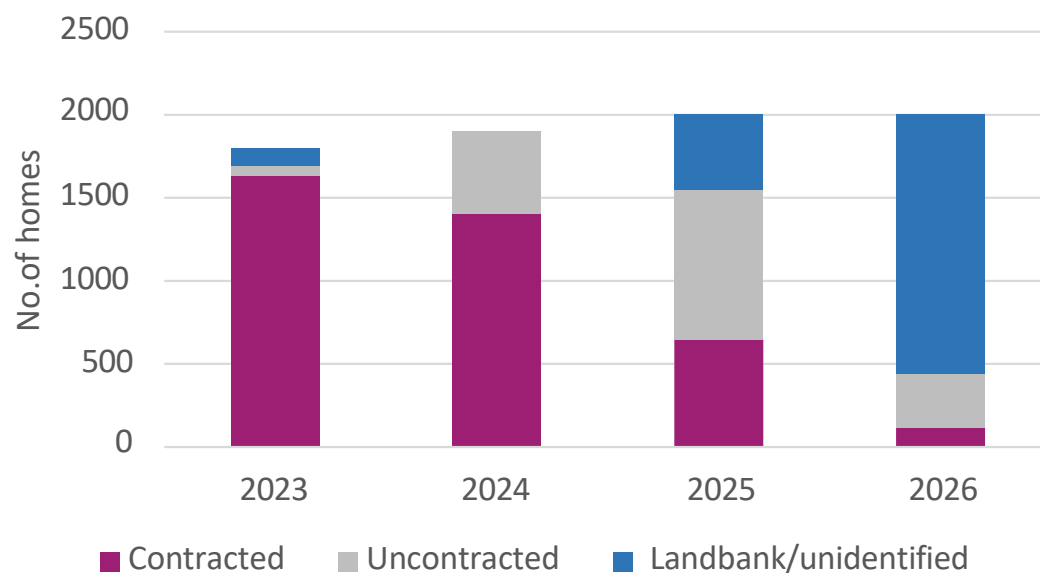


# Development pipeline

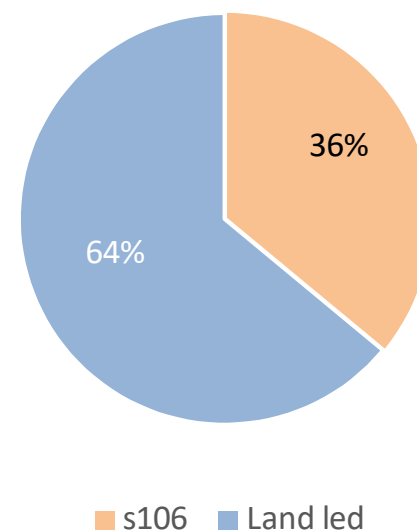
## A strong pipeline we're in control of

- 67% of our development over the next 3 years is contractually committed, with a further 31% approved. The remaining 2% will be delivered through schemes that are not yet identified.
- 64% of our current approved programme is land led, 36% is S106

## Development Pipeline



## Land led/ s106 split

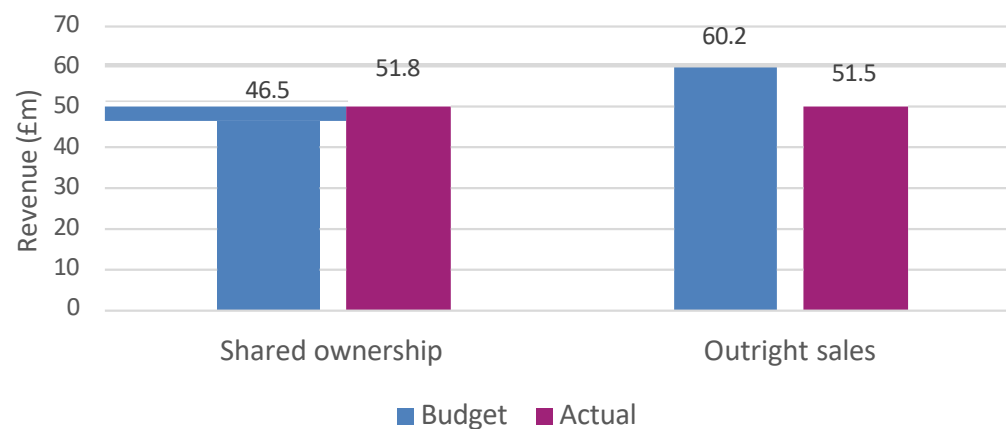




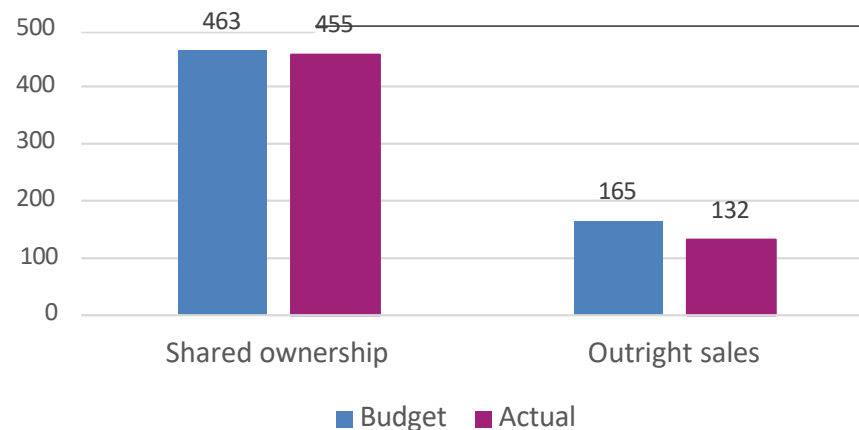
# Sales performance

- 797 sales generating profit of £25.5m
- Average 33 days from marketing to sale
- 264 sales already reserved at 31 March 2022

Sales revenue: FY22 budget .v. actual



Unit sales: FY22 budget .v. actual





## Financial overview

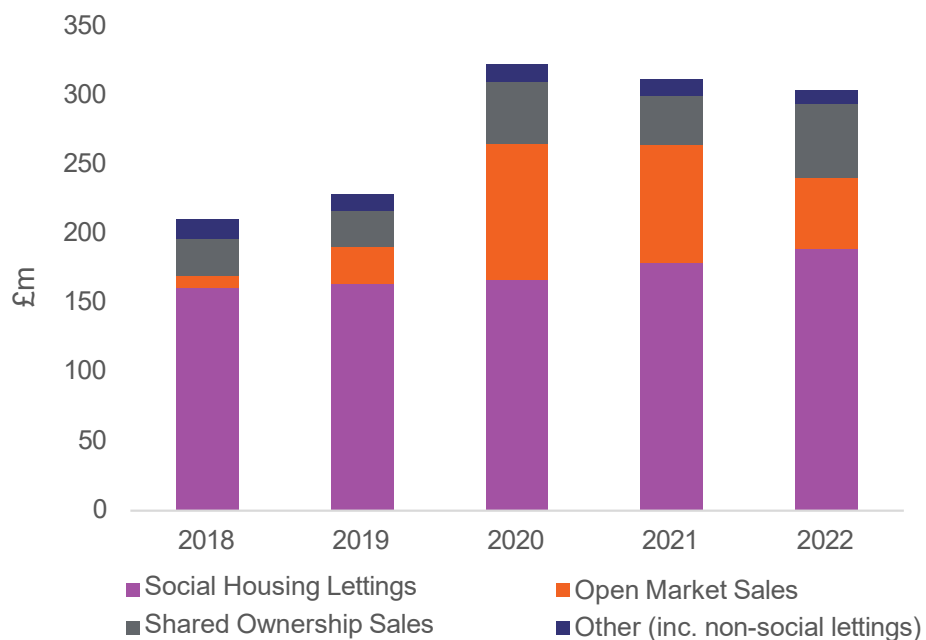
# Sector-leading financial performance

	Actuals (£m)			Forecast (£m)			
	2020	2021	2022	2023	2024	2025	2026
Turnover	326.7	311.0	303.3	331.8	415.7	443.2	464.6
Operating surplus	107.0	92.1	99.7	104.4	123.9	135.5	145.8
Net surplus before tax	71.1	62.4	72.2	71.8	86.3	90.7	95.2
Net assets	600.0	640.5	714.7	785.1	871.4	962.1	1057.3
VFM metrics	Actuals			Forecast			
	2020	2021	2022	2023	2024	2025	2026
Operating margin	33%	30%	33%	32%	30%	31%	31%
Operating margin (social housing)	46%	45%	45%	42%	41%	41%	40%
Operating cost per unit	£3,380	£3,512	£3,516	£3,746	£4,022	£4,233	£4,412
Operating cost per unit (social housing)	£2,893	£2,909	£3,328	£3,904	£3,821	£4,021	£4,192
Net margin	22%	20%	24%	22%	21%	20%	20%
Return on capital employed	4.5%	4.5%	3.9%	3.7%	4.4%	4.5%	4.4%
EBITDA MRI interest cover	234%	229%	213%	186%	202%	196%	197%
Gearing ratio – historic cost	49%	47%	47%	48%	48%	49%	51%

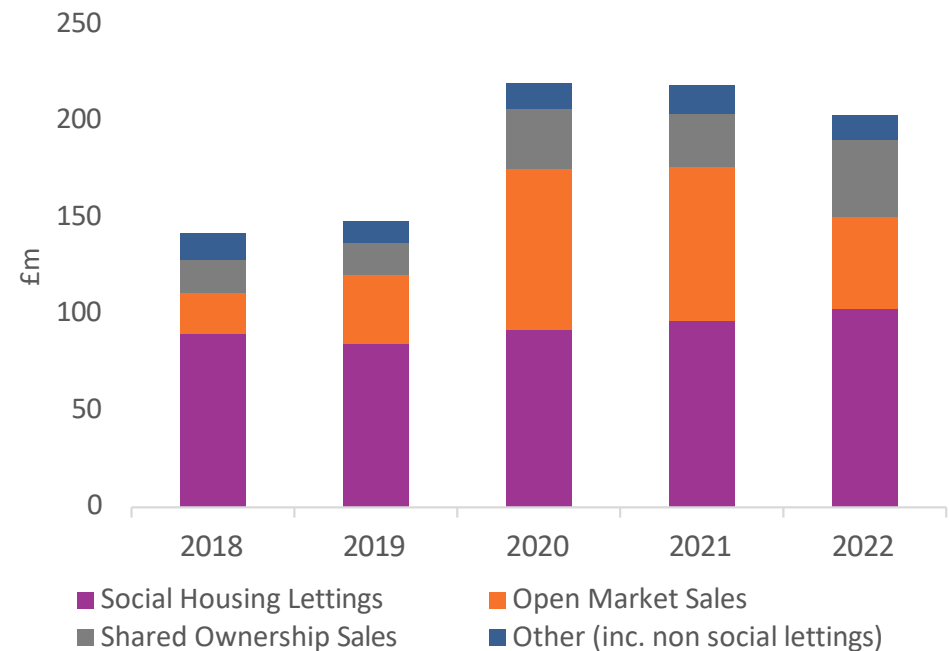
# Turnover and cost breakdown

- Social Housing lettings make up the majority of turnover and costs. Our core business revenues and surplus continues to grow year on year.
- We have de-risked our business plan to cap our outright sales at 15% of our development programme.

## Turnover breakdown



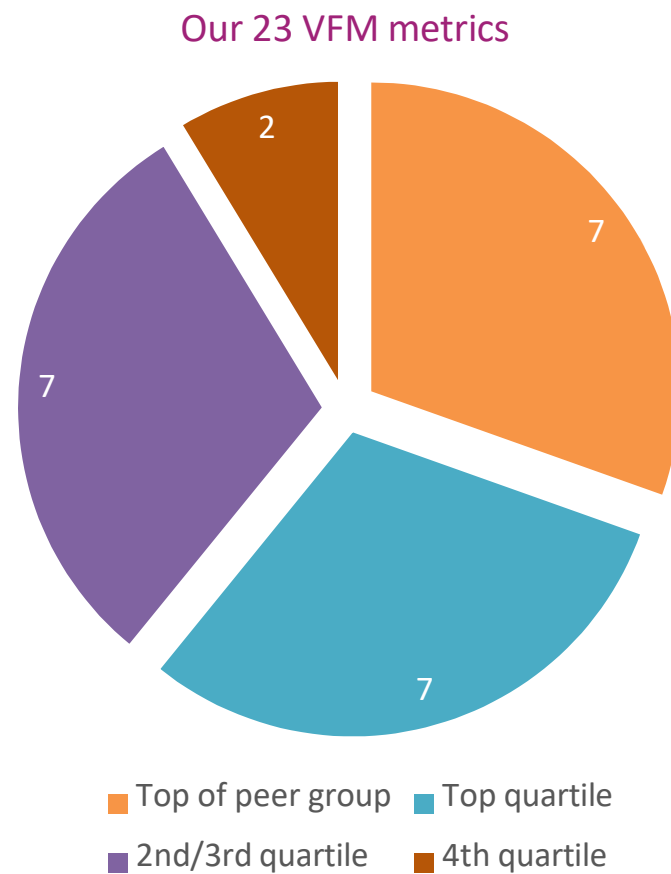
## Operating costs breakdown



# Value for money

## Our 3 VFM objectives

1. Providing efficient and effective landlord services
2. Maximising our contribution to tackling housing need
3. Continually improving the return on our assets



# Peer benchmarking

VIVID is the leading provider of homes and housing related services in the South of England

	VIVID (FY22)	Sector Median (FY21)	Abri (FY21)	Sovereign (FY21)	Aster (FY21)	LiveWest (FY21)
<b>Business Health</b>						
Operating margin - Social housing lettings	45%	33%	24%	34%	29%	30%
Operating margin - Overall	33%	33%	25%	31%	24%	25%
Return on capital employed (ROCE)	3.9%	3.6%	2.6%	3.2%	3.5%	3.6%
Credit Rating (S&P Confidential) / Moody's / Fitch)	/ - / A+	A- / A3 / A-	- / A3 / -	A+ / A2 / -	A+ / - / -	- / A2 / -
<b>Development</b>						
Units developed (incl. existing satisfactory purchases)	1,401	-	801	1,099	928	787
Units developed as a % of units owned	3.7%	2.5%	3.0%	1.8%	2.5%	1.9%
Gearing (total debt / housing properties at cost)	47%	48%	52%	44%	53%	40%
<b>Operating Efficiency</b>						
Void loss	1.14%	0.6%	1.13%	1.79%	0.76%	0.70%
Headline social housing cost per unit (£)	3,328	3,350	4,145	3,262	3,398	3,188
Rent collected	102.2%	100.3%	-	-	-	100%
<b>Additional Measures</b>						
Reinvestment	8.7%	7.0%	7.4%	5.0%	8.8%	5.0%
EBITDA MRI Interest Cover	213%	193%	144%	220%	211%	244%



# **Risk management and stress testing**

# Our top risks

Housing  
market  
recession

Development  
programme  
delivery

Interest rates

Cost inflation

Rent  
collection

Supply chain  
risk

Regulatory  
risk

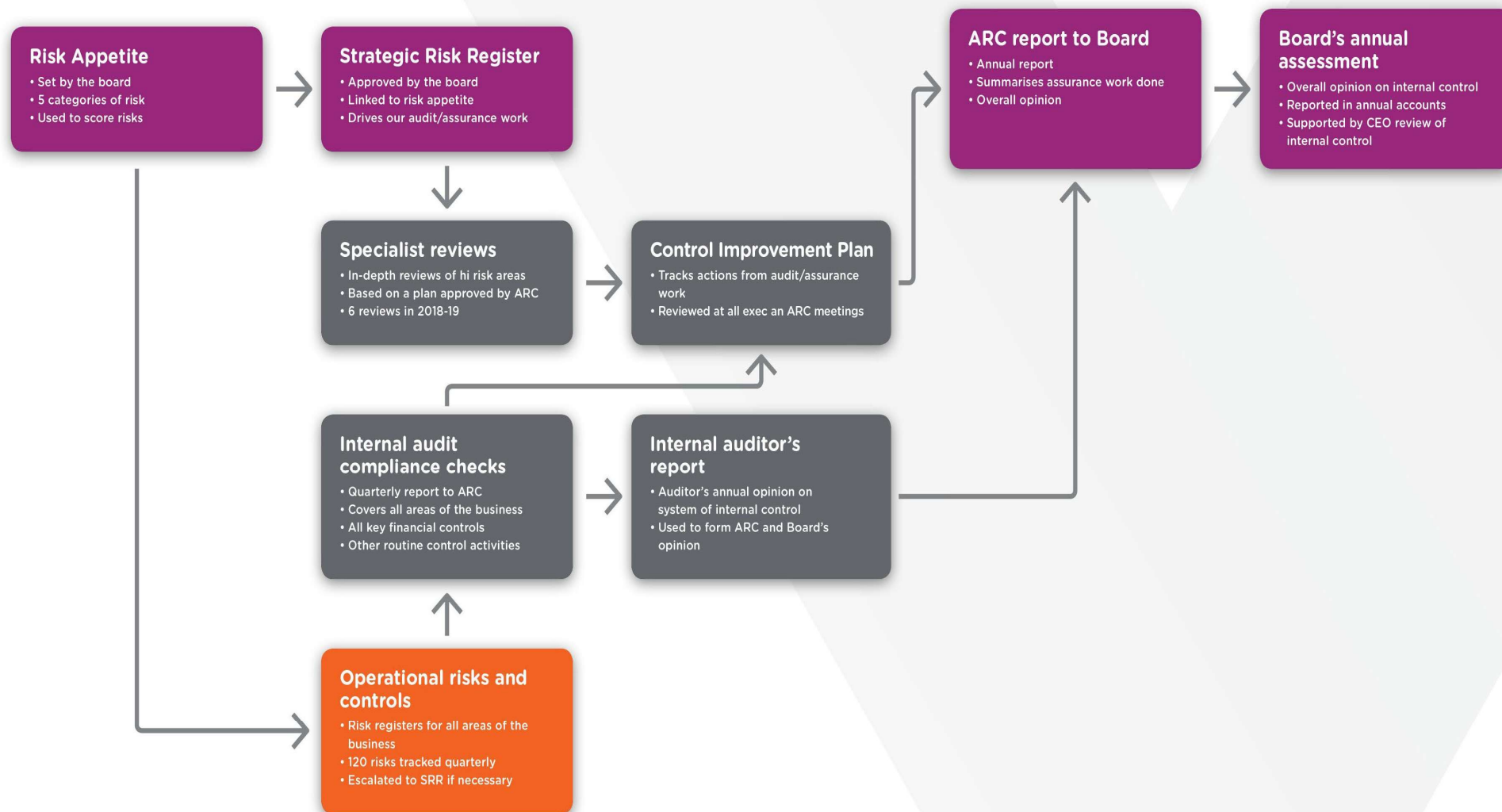
Fire safety in  
tall buildings

Landlord H&S  
compliance

Data integrity

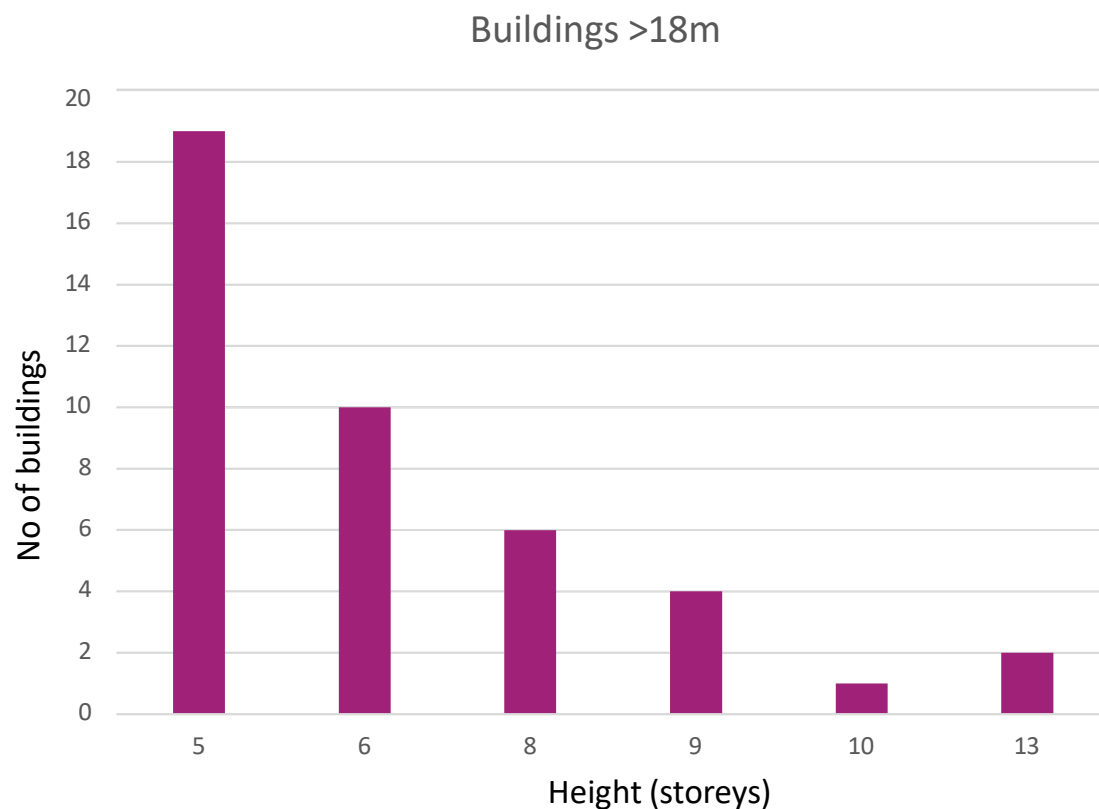


# Our assurance process



# Fire safety in our tall buildings

- We have 1,418 blocks of flats
- 35 of them are over 11 metres or 5 storeys
- 10 are over 18m or 5 storeys
- 3 ACM blocks – completed 2020 (funded by VIVID)
- 3 HPL blocks – remove in 2021 (funded by BSF)
- 9 other cladding systems (checking compartmentation and fire doors)
- Business plan fully funds all safety and cladding works, including a £20m provision for any unidentified work



# Business plan stress testing

Stress testing the Base Business Plan with 8 different scenarios has helped us understand how to mitigate key financial risks. We have extended each of these stress tests to identify what would individually cause a covenant breach or a level of debt that cannot be secured.

Stress Test	Breaking point	What causes a covenant breach?	Impact on available security	Cash & Debt impact
One-off cost	£25m one off cost in 2022/23	Interest cover EBITDA MRI is reduced to below 110% in 2022/23	Available security falls to £96m in 2030	Peak net debt in 2030 remains at £3.1bn
Land and build costs increase	Land and build costs increase at CPI+7% for 5 years from 22/23-27	Gearing EUV exceeds 75% in 2029	Shortfall of £233m in 2028, peak shortfall of £646m in 2030	Peak net debt in 2030 rises to £3.8bn
Operating cost inflation	Operating costs (mgt and repairs) CPI+8% for 5 years from 22/23-27	Interest cover EBITDA MRI is reduced to below 110% in 2028	Shortfall of £13m in 2028, peak shortfall of £200m in 2030	Peak net debt in 2030 rises to £3.4bn
Reduced rent collection	No rent collected for 3 years from April 22 to March 25 with eventual recovery over following 10 year period	Gearing EUV exceeds 75% in 2025	Shortfall of £262m in 2025, peak shortfall of £452m in 2029	Peak debt in 2030 rises to £3.5bn
EUV values do not increase	No growth in unit EUV values from 2022/23 to 2027/28	Gearing EUV exceeds 75% in 2029	Shortfall in 2028/29	Peak net debt in line with base plan
Increased margin on new debt	EMTN fixed rates and working capital loan margins increased by 2.75%	Interest cover EBITDA MRI is reduced to below 110% in 2032	Shortfall of £39m in 2029, peak shortfall of £66m in 2030	Peak debt in 2030 rises to £3.3bn
Rent Controls	Rents are frozen (no CPI increase) from 2024-26 (3 years)	Interest cover EBITDA MRI is reduced to below 110% in 2026	Shortfall of £111m in 2029	Peak debt in 2030 rises to £3.4bn
Interest rate (SONIA) increase	SONIA increases by 8% from base assumption from 2024	Interest cover EBITDA MRI is reduced to below 110% in 2026	Shortfall of £91m in 2029, peak shortfall of £169m in 2030	Peak debt in 2030 rises to £3.4bn

# Business plan scenario testing

## Scenario 1 (Government rent controls and reduced rent collection)

- Rents are inflated at CPI only for 5 years from 2023/24 to 2027/28
- Rental debtors double in 2022/23 and this is followed by a one off £5m bad debt write off in 2023/24
- EUV valuations remains stagnant for 5 years from 2023/24 to 2027/28

## Scenario 2 (High inflation with high interest rates)

- Operating and build costs increase at CPI+5% for 3 years from 2023/24 to 2025/26
- Rents remain at CPI +1%
- SONIA rates are 5% higher than the base plan assumption for 3 years from 2023/24 to 2025/26

## Scenario 3 (Housing market recession)

- Sustained 15% decrease in market values
- Impact on Association modelled to include impact of reduced gift aid across the Group

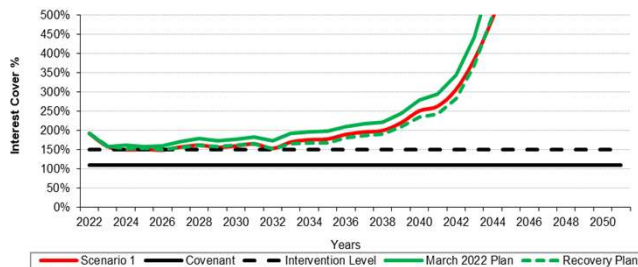
# Business plan scenario testing and recovery plans

In response to our scenario testing, we've developed a number of bespoke recovery plans for our 3 combined scenarios which include a combination of the following:

1. Scaling back our uncommitted development programme
2. Deferring up to £35m of major repairs/zero carbon expenditure
3. Additional debt/equity funding provided to Bargate in the event of a sales market downturn

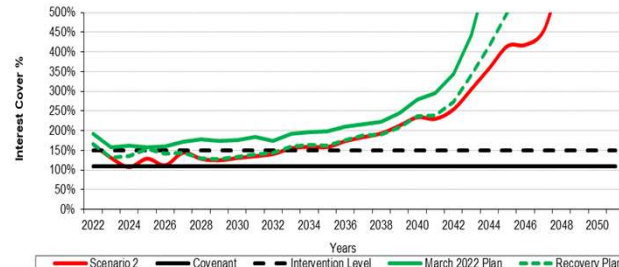
## Scenario 1

INTEREST EBITDA MRI



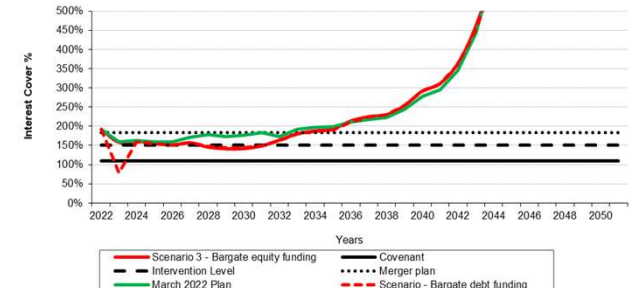
## Scenario 2

INTEREST EBITDA MRI

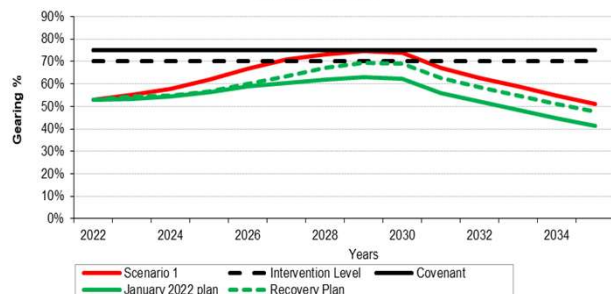


## Scenario 3

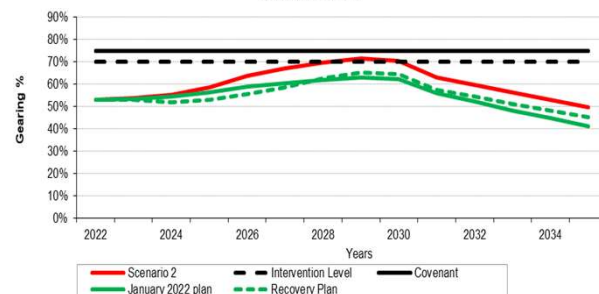
INTEREST EBITDA MRI



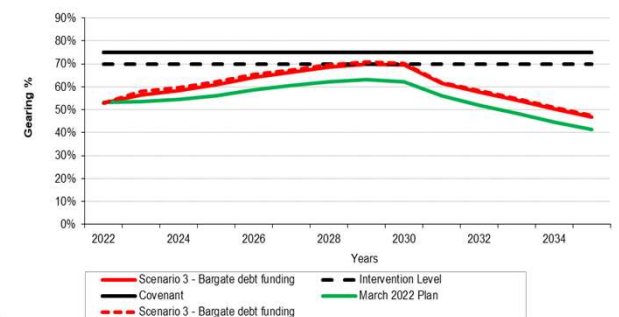
GEARING EUV



GEARING EUV



GEARING EUV





**Treasury management**

# Treasury management policy

VIVID follows a robust treasury management policy that meets best practice

- Treasury Management Policy is reviewed and approved annually
- Target fixed rate debt (minimum 65%)
- Ensure adequate liquidity is available to meet expenditure requirements
  - All contractually committed development costs should be fully funded with available funds, grant and operating cash flows with no reliance on sales, also excluding RCF expiring within 12 months.
  - Long-term funds are also considered, with a requirement to have sufficient security available to fund the business plan
- All new facilities approved by the Board, delegated authority to drawn down is with the Chief Financial Officer
- Regular reporting and an Annual Treasury Management Strategy, detailing the Association's strategy for refinancing maturing borrowing (if any) are monitored by the Treasury Committee and / or Board

# Liquidity snapshot

<b>Golden Rule Compliance</b>	<b>£m</b>
Available Liquidity 31 March 2022	418.3
Discounted (12%) operating cashflows until 2026	340.2
*Contractually committed development at 31 March 2022	(473.4)
<b>Golden Rule Surplus</b>	<b>285.1</b>
*Contractually committed development	
2022/23	301.4
2023/24	100.9
2024/25 onwards	71.1
<b>Total</b>	<b>473.4</b>

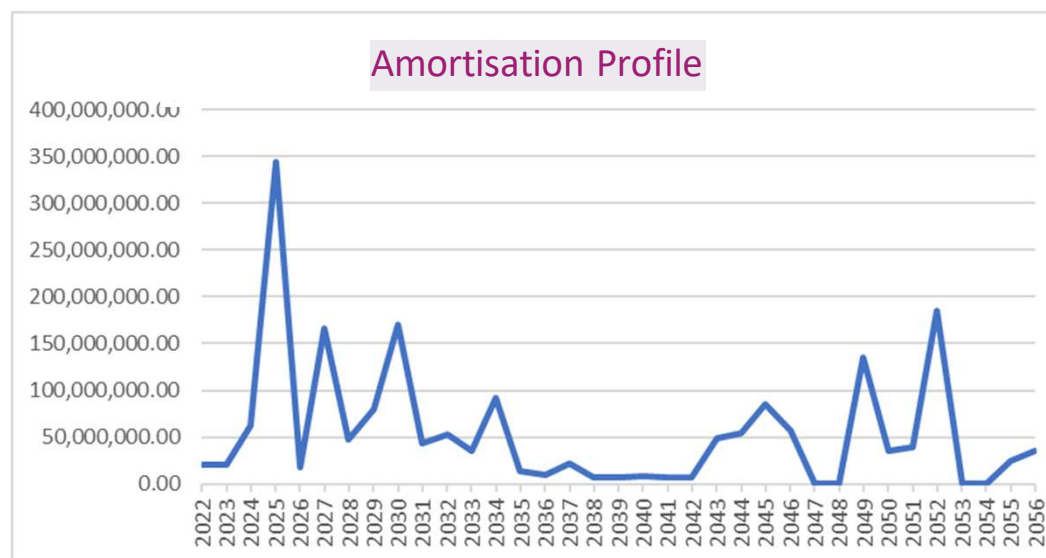
- Golden Rule excludes Bargate's cash, cashflows and RCF facility
- Available Liquidity does not include Heritable project funding of £1.8m
- Available liquidity does not include NAB £100m as charging exercise was ongoing at March 2022



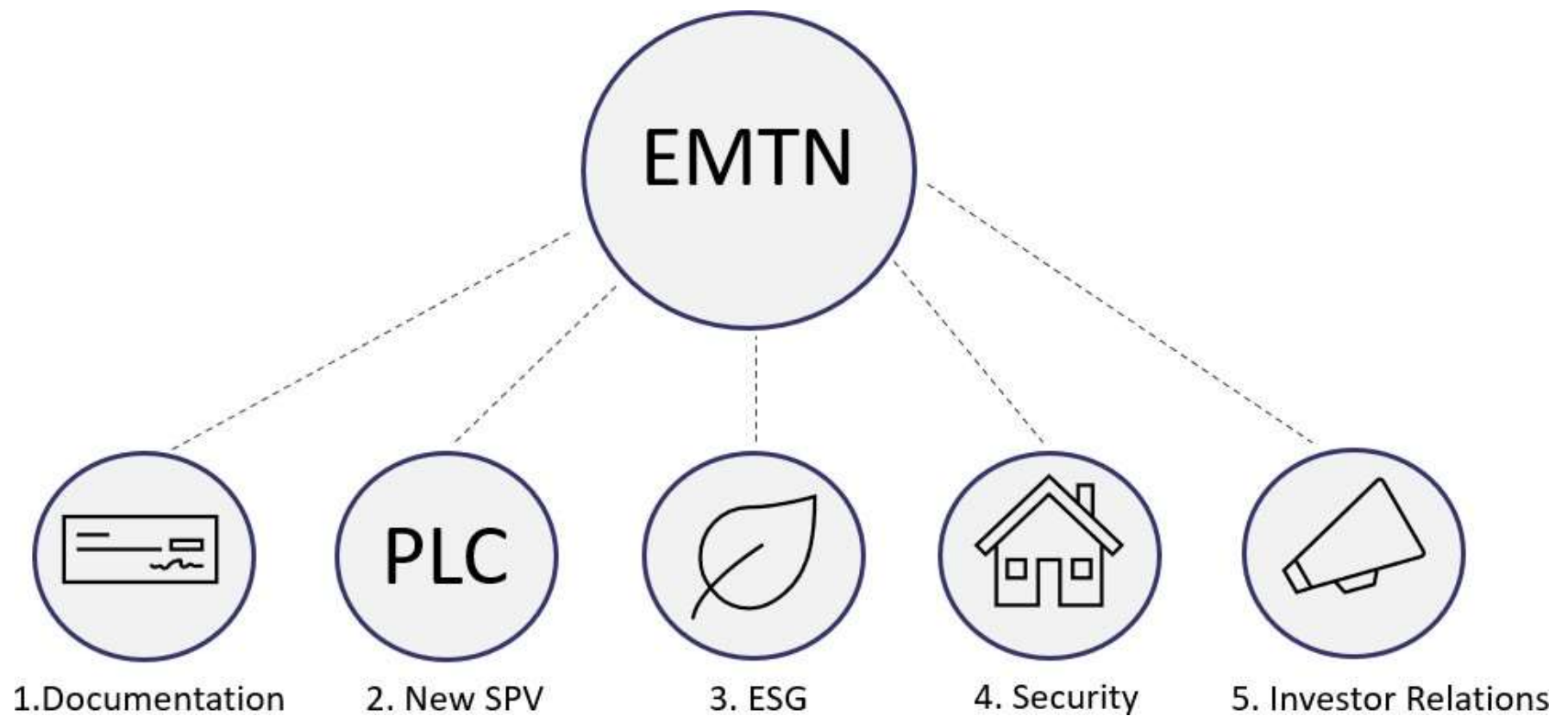
# Debt portfolio

Facilities Summary	Notional	Amount Drawn
		31/03/2022
Barclays	201,700	121,700
Lloyds	217,970	142,970
MUFG	50,000	-
NAB	100,000	-
RBS	170,000	100,000
Santander	145,600	38,667
Yorkshire Building Society	45,250	45,250
<b>Total Bank</b>	<b>930,520</b>	<b>448,587</b>
AHF	164,700	164,700
AHGS	185,000	185,000
Harbour Funding	75,000	75,000
Orchardbrook	1,414	1,414
Private Placements	508,000	508,000
THFC	10,000	10,000
UK Rents	1,713	1,713
<b>Total DCM</b>	<b>945,827</b>	<b>945,827</b>
<b>Total Association</b>	<b>1,876,347</b>	<b>1,394,414</b>
<b>Vestal</b>		
Heritable - Project 2	8,033	6,276
<b>Total Vestal</b>	<b>8,033</b>	<b>6,276</b>
<b>Bargate</b>		
RBS	30,000	4,000
<b>Total Bargate</b>	<b>30,000</b>	<b>4,000</b>
<b>Total Group</b>	<b>1,914,380</b>	<b>1,404,690</b>

- Balanced portfolio funded through 24 different lenders
- Remaining average life of fixed debt 17 years
- 98% of drawn debt is fixed
- Our treasury policy dictates how much liquidity we require
- We have in place £50m standby liquidity with MorHomes not included in the available facilities summary



# EMTN

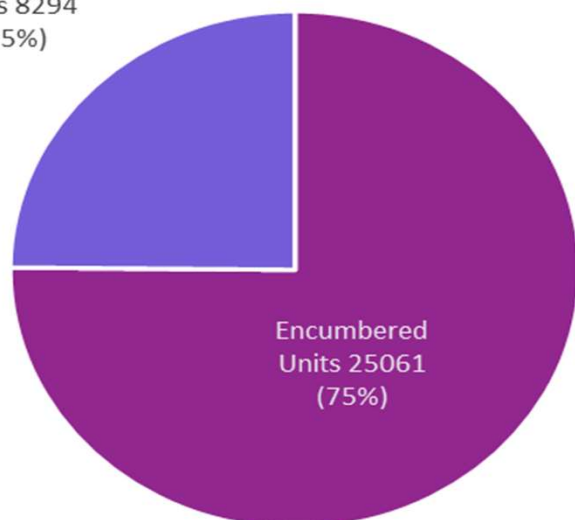


# Security

- VIVID has 33,555 units of which 25,061 (75%) units are currently charged for security.
- 8,294 (25%) are unencumbered of which 5403 (16%) are considered ready for charging. Based on our All Stock Valuation as at Mar 2022, these properties have an average EUV-SH value of £79.3K per unit.

## Encumbered/Unencumbered Stock

Unencumbered  
Units 8294  
(25%)



■ Encumbered ■ Unencumbered

Status	Unit Nos	EUV-SH in £m	%
Encumbered	25061	2098.3	75.1%
Unencumbered	8294	657.8	24.9%
Total	33355	2756.1	100%

# Credit strengths summary

- ✓ Primary revenue stream is to remain as social housing lettings.
- ✓ Sector leading operating margins and interest cover ratios.
- ✓ G1/V1 Regulatory ratings are an indication of the simple yet effective governance structure of VIVID.
- ✓ Well developed strategy going forward that is highly achievable.
- ✓ Strong management team and diverse board with a broad range of experiences that will help the association develop and achieve long-term objectives.
- ✓ Good understanding of demographic ensuring the business meets their customer needs.
- ✓ Carefully managed sales exposure with clear recovery plans.
- ✓ Large investment in safety and decarbonisation, all fully costed and included in our business plan.
- ✓ High customer satisfaction levels.





Thank you

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